



## Export Costing Worksheet

### Customer Information

Name: \_\_\_\_\_

City: \_\_\_\_\_

Country: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

### Product Info

Product: \_\_\_\_\_

No. of Units: \_\_\_\_\_

Net Weight (Unit): \_\_\_\_\_

Gross Weight: \_\_\_\_\_

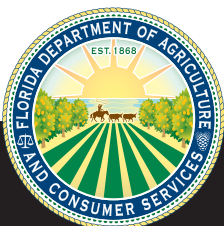
Dimensions: \_\_\_\_\_ X \_\_\_\_\_ X \_\_\_\_\_

Cubic Measure (sq. in.): \_\_\_\_\_

Total Measure: \_\_\_\_\_

SIC Code: \_\_\_\_\_

H.S. No.: \_\_\_\_\_



<b>Ex Work Costs</b>	
Direct Materials	
Direct Labor	
Factory Burden	
Cost of Goods	
Selling Expenses (should be less than domestic sales)	
General Expenses (includes cost of money to be borrowed)	
Administrative Expenses	
Export Marketing Cost (product changes, labeling)	
Profit Margin	
<b>Total Ex Works Price</b>	
<b>Additional Exporting Costs</b>	
Foreign Sales Commission (if applicable)	
Special Export Packaging Costs (typically 1-1.5% above ex works price)	
Special Labeling and Marketing (to protect from moisture, theft, rough handling)	
Inland Freight to Pier (normal domestic common carrier; should also have carry insurance)	
Unloading Charges (include demurrage, if any)	
Terminal Charges (include wharfage, if any)	
Consular Documents (includes Shippers Export Declaration (ED), export license and/or certificate of origin)	
Freight (port-to-port) (determined by freight forwarder)	
Freight Forwarder Fees (must be included)	
Export Insurance (insurance for transit risk; also for credit risk; if credit-worthiness of buyer is unknown)	
Cost of Credit (include credit reports, letter of credit costs, amendments, if any)	
<b>Total Additional Exporting Costs</b>	
<b>Quote : Ex Works Price + Total Additional Exporting Costs</b>	